



Dear Ladies & Gentlemen

ENGINEERING CHALLENGE CUP 2004

The **Engineering Challenge Cup** is an annual 7-day sailing regatta where Engineering Companies race against each other in a competitive but friendly way. The event has been run successfully now for 10 years in various locations throughout the Mediterranean. Participants are recruited out of all business disciplines. You will find e.g. technicians, secretaries, engineers, managers, directors as well as CEO's of the involved companies.

The regatta is a non profit-making event and in general, with the exception of sponsorship items, the costs of entering are fully met by the participants with no corporate subsidy.

This year's event was won by Michael Kuhn, skipper of the Owens Corning yacht.

It is the rule for this event, that the winner of the previous year's event becomes the Commodore for the following year and as such is responsible for the entire organisation.

Our reason for contacting you is, that we are looking for companies which might be interested in capitalising on a substantial marketing opportunity by way of offering to provide promotional items that the crews may wear / use during the course of the regatta.

In previous years various sponsors have provided caps, sweatshirts, polo shirts, windbreakers, T-Shirts, neck-scarves, bags, pens, wines, mineral water etc. for the crews. Those items would carry an ECC Logo similar to the one above which would be accompanied by the sponsors name and logo.

The ultimate aim is to provide value for money to our sponsors and also to ensure that items are provided that all crews will be happy to wear and use not only for this regatta but also in the following years.

During the ECC 2003, 47 yachts with 314 crewmembers, participated.

For the ECC 2004, the number of participating boats has been limited to 50 yachts in total.

Furthermore the ECC-Community of all engineering companies involved creates not only a yearly sporting and socialising event, it encourages networking between the companies and knowledge of their business, which in a lot of cases forms part of highly sophisticated business contacts for the future.



Through the ECC-Sponsoring the involved sponsoring companies draw a high degree of new business relations out of this and last but not least such relations could initiate interesting contracts.

If you are interested in a financial contribution to the Engineering Challenge Cup 2004 we can make the following available to our sponsors:

- Display your company flag at the welcome- and prize giving party: **250 Euro**
- Have your company flag flying on the start and finish boat every race day: **500 Euro**
- An advertisement space in the ECC 2004 Logbook of half a DIN A4 format page. This Logbook is compiled yearly by the ECC organisation committee and consists of information such as harbours, routes, waypoints, typical weather patterns and other important navigational and organisational details: **500 Euro**
- Get your company's name and logo on the official 350 ECC 2004 shirts and on the Regatta Logbook back cover (size 10 cm x 5 cm): **2.000 Euro**
- Get your company's name and logo sticker on all the participants yachts (size 60 cm x 30 cm): **2.500 Euro**
- Get your company's name and logo as well as a hyper-link to your corporate web-site on the ECC 2004 Official Web Site **2.500 Euro**

We are currently investigating other ways and means of increasing the marketing potential to our sponsors. We will keep you informed about our progress.



For your information you will find in the following all Engineering Companies, which participated in the previous editions of the ECC:

ABB Lummus Global B.V., The Hague / NL
A. Grobe – Wentrup / GER
Aker Kvaerner Process B.V., Zoetermeer / NL
Aker Kvaerner Process UK, London / GB
Aker Kvaerner Teesside, Billingham / GB
Alstom Power, Zurich / CH
Aurora Control Service Limited, London / GB
Austrian Energies, Linz / AU
Baedorff Industrieberatung, Ratingen / GER
Brown & Roots Ltd., Surrey / GB
Büro Becker & Gedusch, Flensburg / GER
DHV, Amersfoort / NL
Dr. Braune & Partner, Erkelenz / GER
E.B. Badger & Son, The Hague / NL
envia Mitteldeutsche Energie AG, Chemnitz / GER
Fluor Daniels, Haarlem / NL
Foster Wheeler, Milan / IT
GEA Westfalia Sepaerator, Ahlen / GER
Gemco B.V., Amsterdam / NL
Intecsa Uhde, Madrid / ES
Intra Automation HTP, Oudenbosch / NL
John Brown, Houston / US
John Brown Hydrocarbons, London / GB
Kellog, Brown & Root, London / GB
Koch Chem Tech Group, Sarl / CH
Novolen Technology, Mannheim / GER
Outokumpu Lurgi Metallurgie, Oberursel / GER
Owens Corning, Brussels / BE
Parsons, London / GB
Pirelli Pneumatici, Milan / IT
Poerner Engineering, Linz / Austria
RWE Systems, Krefeld, GER
The Firm B.V. / NL
Thyssen Krupp Uhde GmbH, Dortmund / GER
Technip Germany, Duesseldorf / GER
UHDE GmbH, Dortmund, GER
UHDE Arabia Ltd, Al Jubail / Saudi Arabia
UHDE High Pressure Technologies, Hagen / GER
UHDE Nora Spa, Milan / IT



Siemens Global Account Management, Ratingen / GER
 Siemens VDO AG / GER
 Siemens VDO TN / NL
 STORK Bronswerk b.v. / NL
 Sulzer Chemtech Ltd., Zurich / CH
 Washington Group, The Hague, NL
 Wolter & Dross, Rotterdam / NL
 Zenitram-GSM, Madrid / ES
 Zimmer AG, Frankfurt / GER

Should your company be interested in taking this further and contributing to the sponsorship of this event we would appreciate that you contact the present Commodore of the ECC 2004 organisation committee in the first instance.

Thank you very much for your kind interest, we are looking forward to hearing from you.

Kind Regards
 for and on behalf of
 The ECC 2004 Organization Committee

The Organization Committee of the ECC 2004

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